

Case Study

# Growth Enablement

When global investors need local execution, **speed and trust** are everything. Evolve delivered full **CFO-as-a-Service** – transforming a distressed asset into a **licensed, revenue-generating pharma business** in record time.

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# Building a European Pharma Hub

*End-to-End CFO-as-a-Service for a Chinese Strategic Investor*

## Challenge

A Chinese strategic investor acquired the European assets of a pharma company through a distressed M&A process. The transaction took place under difficult conditions: fragmented data, legacy liabilities, no functioning finance infrastructure, and significant regulatory exposure. The objective: transform the acquired assets into a functioning, licensed, revenue-generating European hub – from scratch.

The investor needed a partner who could lead everything behind the product – quickly, discreetly, and reliably.

## Approach

We took full CFO responsibility from Day 0 – designing and implementing the financial backbone of the new company.

- **Entity Setup & Administration:** We established the new entity with full regulatory compliance, tax concept development, and administrative enablement – across HR, payroll, ERP, banking, and legal processes.
- **Financial Infrastructure & Planning:** We built the finance function end-to-end: accounting, controlling, forecasting, treasury, tax and investor reporting. A Zero-Day Close structure was implemented from inception to ensure full visibility and monthly readiness.
- **Risk Assessment & Post-Insolvency Shielding:** We identified hidden liabilities, managed compliance exposure, and mitigated reputational, legal, and supply chain risks inherited from the legacy structure.
- **Pharma Readiness & Operational Continuity:** We supported the company in maintaining all regulatory approvals, enabling it to remain licensed and delivery-capable within weeks of launch – despite no pre-existing infrastructure.
- **Investor Transparency & Control:** We provided real-time dashboards, tailored reporting, and full coordination with the Chinese investor's HQ teams – enabling strategic decision-making, secure capital deployment, and trust across time zones.

## Outcome

- **€10M+ revenue run rate** within 12 months.
- **Full regulatory clearance** maintained in a tightly regulated pharma environment.
- **Finance and admin infrastructure** built from zero – operating smoothly within weeks.
- **Real-time financial visibility** through Zero-Day Close setup.
- **100% compliance** from entity setup through taxation and payroll.
- **Investor confidence secured** through transparency, governance, and delivery.

## Why It Mattered

This engagement wasn't just about building a finance function — it was about proving the viability of a strategic European hub in record time.

Under normal conditions, such a setup might take 12–18 months.

We did it in weeks, with data, governance, and delivery ready from Day 1.



We didn't just help them stand up. We made sure they could walk on their own, fast – with full investor visibility.

# **Learn more about Evolve's Advisory Solutions**

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